



**TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.**

# **SBIR Overview**

**Jim Mainero and Martin Novak**

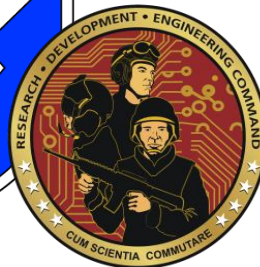
## *A congressionally mandated program...*



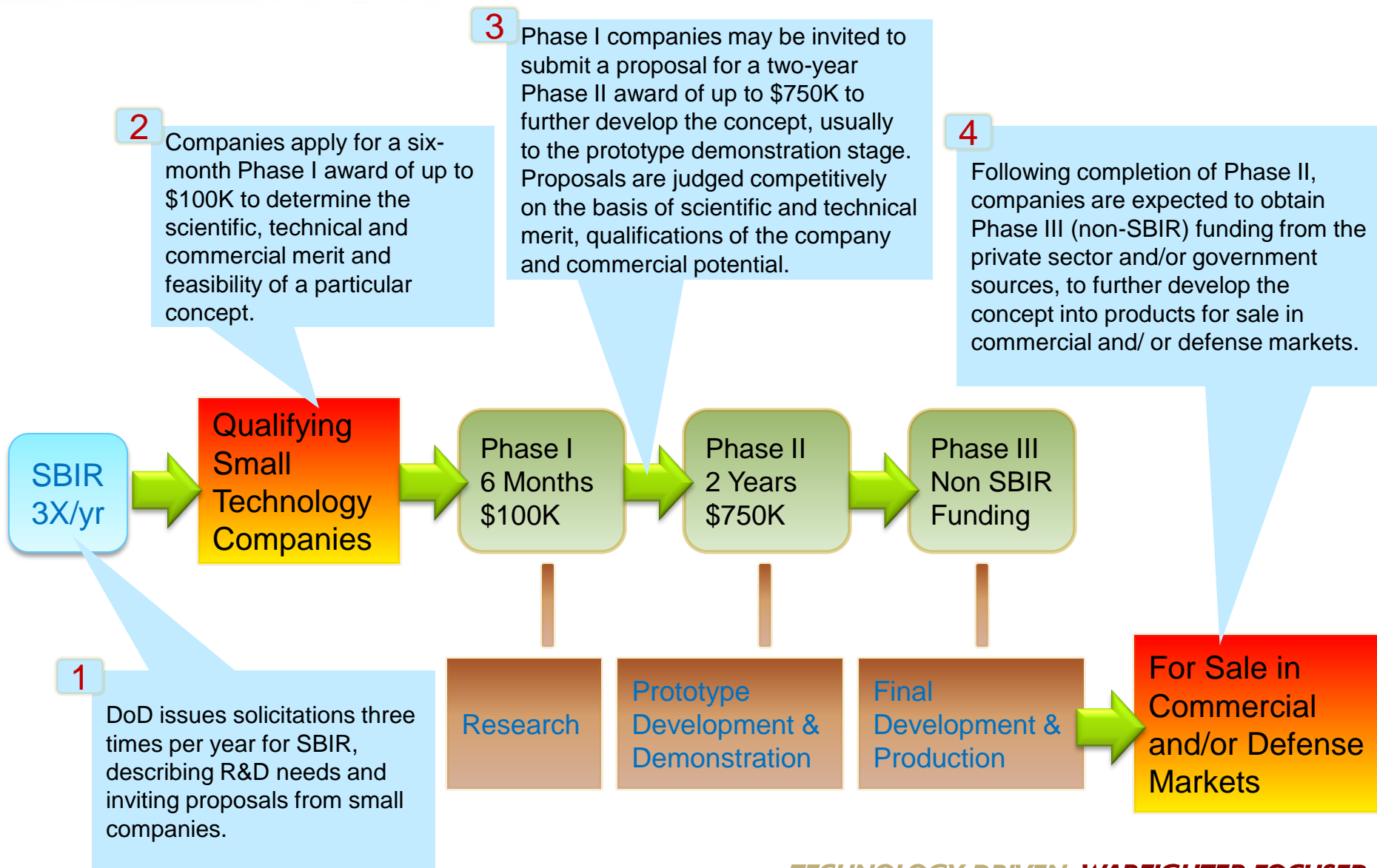
- Established in 1982, P. L. 97-219
- Federal Government wide (11 Federal agencies and 12 DoD components participate)
- 2.5% of Extramural RDT&E (>\$100M)
- Stimulate technological innovation
- Increase small business participation in federally funded R&D
- Transition Federal R&D into:
  - Government Programs
  - Industry Initiatives

1. Must be a U.S. for-profit small business of 500 or fewer employees
2. All work must be performed in the United States; including subcontractors
3. During Phase I, a minimum of 2/3 of the effort must be performed by the proposing small business; a minimum of 1/2 of the effort in Phase II
4. The Principal Investigator must spend more than 1/2 of the time employed by the proposing small business.

**AMC, Research Development and Engineering Command (RDECOM)**  
**Army Test and Evaluation Command (ATEC)**  
**CoE, Engineer Research and Development Center (ERDC)**  
**MEDCOM, Medical Research and Materiel Command (MRMC)**  
**Space & Missile Defense Command (SMDC)**  
**DA G1, Army Research Institute (ARI)**  
**Army Program Executive Offices (PEOs)**



**RDECOM manages for the Army**



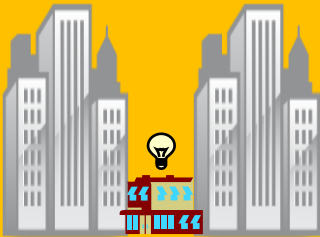
*Army Topics*



**Warfighter Needs**



**PEO / PM  
Technology Needs  
and Risk Items**



**Business or Academia  
Recommendations**



**Research Centers**

*DoD Approval*

**Topic Review and  
Deconfliction by  
Director, Defense  
Research and  
Engineering  
(DDR&E)**

**SBIR  
Topics  
Database**



**SMALL BUSINESS**

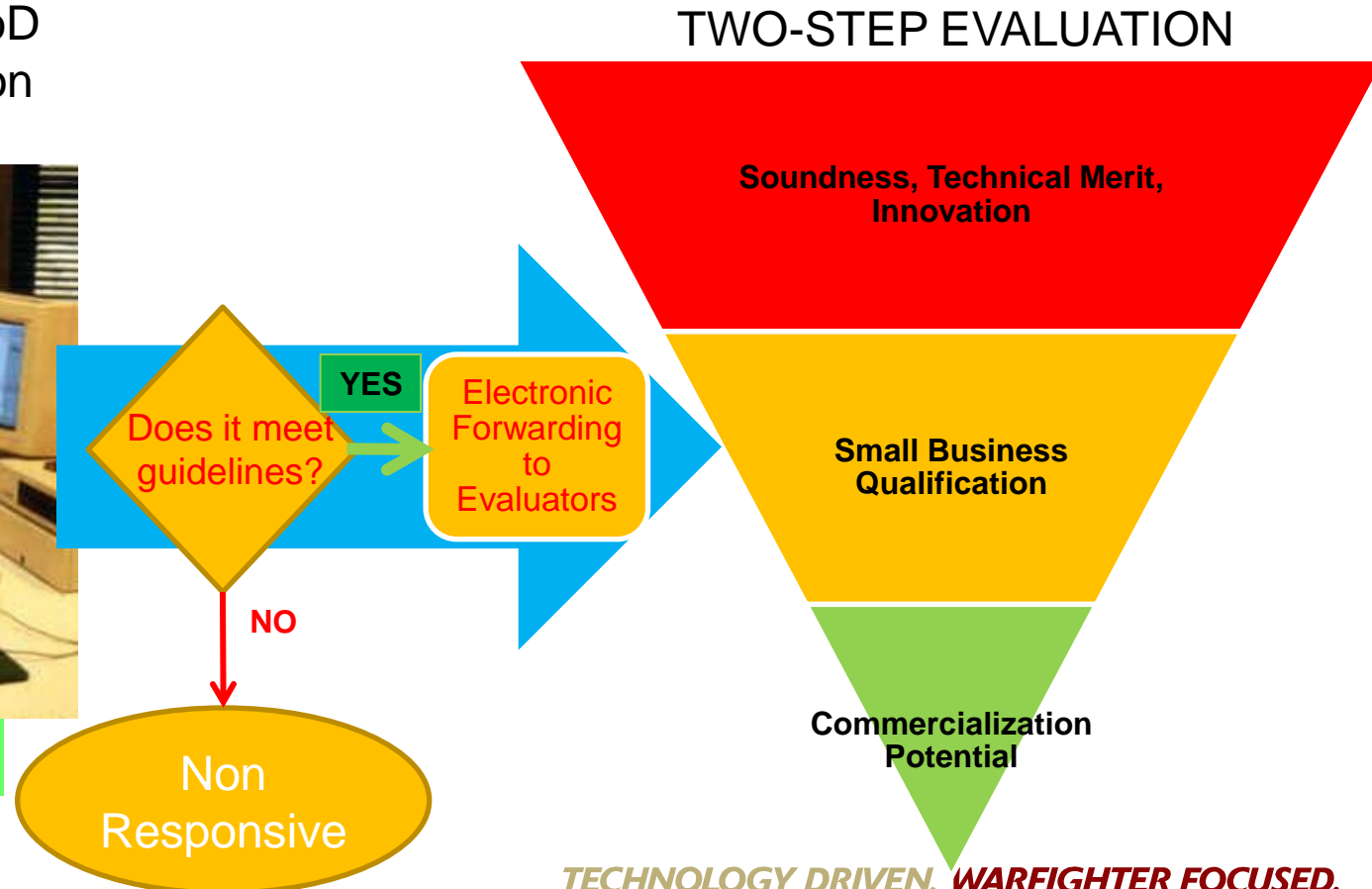
**TECHNOLOGY D**

## Goal: Impartial, Equitable, and Comprehensive Proposal Evaluation

Follow Solicitation  
Instructions from DoD  
Proposal Submission  
System



**SMALL BUSINESS**



**TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.**



# DoD SBIR Phase I Solicitation

## Key Dates



	<u>Solicitation</u> <u>Internet</u> <u>Release</u>	<u>Start</u> <u>Accepting</u> <u>Proposal</u>	<u>Proposal</u> <u>Deadline</u>	<u>Contracts</u> <u>Awarded</u> <u>Goal</u>
SBIR Yxx.1	Nov	Dec	Jan	May
SBIR Yxx.2	Apr	May	June	Oct
SBIR Yxx.3	July	Aug	Sept	Jan

Selections  
Announced 60 days  
later

**Pre-Solicitation Period:** April 21 – May 18

**Solicitation Opens:** May 19

**Phase I Proposals Due:** Jun 23

**Award Notification:** NLT Aug 31

**Contract Award:** Oct 22

GOAL: 4  
month between  
proposal receipt  
and contract  
award

**2010.2**


View solicitations and submit all proposals via DoD Web Site

<http://www.dodsbir.net/submission>

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# Phase II Key Dates

	<u>Proposal Invitation</u>	<u>Proposal Deadline</u>	<u>Contracts Awarded Goal</u>
SBIR Yxx.a	Sep	Oct	Apr
SBIR Yxx.b	Feb	Mar	Sep
SBIR Yxx.c	May	Jun	Dec

  
**Selections  
Announced 60 days  
later**

**2010.d**

Invite to Phase II: 16 Jul 2010  
 Phase II Proposals Due: NLT 16 Aug 2010  
 Evaluation & Selection: 17 Aug – 16 Sep 2010  
 Award Notification: 15 Oct 2010  
 Contract Award: 16 Feb 2011

GOAL: 6  
 month between  
 proposal receipt  
 and contract  
 award



<https://www.armysbir.army.mil>



**ARMY**  **SBIR**  
SMALL BUSINESS INNOVATION RESEARCH

SEARCH ARMY SBIR

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CBD SBIR

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AWARDS

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RESEARCH TOPIC

## ARMY SMALL BUSINESS INNOVATION RESEARCH PROGRAM



### OUR MISSION

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs allow small, high-tech U.S. businesses (less than 500 employees) and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR programs benefit the Department of Defense (DoD), the private sector, and our national economy. This portal provides all the information necessary to participate in these programs.

### 10.2 PHASE I SCHEDULE

10.2 Solicitation Pre-release:  
21 April - 18 May 2010  
10.2 Solicitation Opens: 19 May 2010  
10.2 Solicitation Closes 23 June 2010

### Upcoming Events

- ▶ **2010 Beyond Phase II Conference**  
September 13-17, San Antonio, TX  
More Info...
- ▶ **2010 Defense Manufacturing Conference**  
November 29-December 2, Las Vegas, NV  
More Info...
- ▶ **2010 Spring National SBIR/STTR Conference**  
April 21-23, Hartford, CT  
More Info...

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RELATED LINKS

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RECENTLY COMPLETED PROJECT SUMMARY REPORTS

## SMALL BUSINESS PAGE

This area provides:

- **Firm Profile** - view your firm's information, as it is stored on the DoD Submission Site.
- **Proposal Status/Debriefing** - Army SBIR/STTR proposal debriefing requests (for non-selected proposals)
- **Summary Reports** - Summary reports that you have created and their current status
- **Impact/Transition Story** - Individual small businesses may complete the SBIR/STTR Impact/Transition Story form highlighting a particular SBIR/STTR project.
- **Commercialization Pilot Program (CPP) Commercialization and Transition Assessment (CTA)** - The 2010 CPP process is now complete. We will notify all eligible firms when the FY11 process begins.
- **Phase III Plan** - Army SBIR Technical Assistants will contact Phase II Awardees and assist to develop and deliver Phase III plans in coordination with government project managers, Phase II company and stakeholders. Those small businesses contacted will be able to go into the Portal and find a template to build a Phase III Plan. This Phase III Plan can be used as a precursor to CPP inclusion or other transition opportunities.

- Firm Profile
- Proposal Status & Debriefs
- Phase I & II Summary Reports
- Impact/Transition Story
- CPP Commercialization & Transition Assessment (CTA)
- Phase III Plan

SMALL BUSINESS PORTAL LOGIN

GO

Small Business Name (or first letters)

You **MUST** have an account on the DoD SBIR/STTR Submission Site [link](#).

In order to log in, use the same login information here as you do on the DoD site. If you are not sure if you have an account on the DoD Site, or if you have forgotten your password, please proceed to the DoD SBIR/STTR Submission Site [link](#) and enter your company name. You can verify if your small business has an account and/or request a forgotten password.

**NOTE** - Correspondence between the Army SBIR Program and small businesses is normally done via e-mail. Please update any Spam filters which do not allow our mail into your system. Suffixes on e-mails from this office end with @belvoir.army.mil and @us.army.mil. The Principal Investigator (PI) and Company Official (CO) should also ensure that e-mail addresses are accurate on submitted proposals, as well.



[www.dodsbir.com](http://www.dodsbir.com)



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Page Tools



DEPARTMENT OF DEFENSE

Resource Center

Small Business Innovation Research

www.dodsbir.net



**AWARDS**  
DoD SBIR &  
STTR Awards



**TOPICS**  
Current  
DoD SBIR &  
STTR Topics



**SITIS**  
Interactive  
Topic Info  
System

SEARCH

- [ABOUT SBIR/STTR](#)
- [CURRENT SOLICITATION](#)
- [SELECTION LISTINGS](#)
- [CONFERENCES](#)
- [DESK REFERENCE](#)
- [MAJOR ACQUISITION LIAISONS](#)
- [SUCCESS STORIES](#)
- [FIRMS IN THE NEWS](#)
- [SBIR ANNUAL REPORT](#)
- [STTR ANNUAL REPORT](#)
- [FAST TRACK/PHASE II ENHANCEMENT](#)
- [COMMERCIALIZATION PILOT PROGRAM](#)

HELP



**HELPDESK**  
Answers Questions About  
DoD SBIR & STTR



**WEBSITE**  
Main Website  
for More Information



**LISTSERV**  
Subscribe to  
Receive Program  
Notices and Updates



**CONTINUOUS LEARNING**  
A library of SBIR  
Program Resources

SUBMISSION



**SUBMISSION**

DoD SBIR/STTR Proposal Submission

PRIVACY AND SECURITY POLICY

Done

Internet

100%



U.S. Department of Defense

Office of Small Business Programs

## SMALL BUSINESS INNOVATION RESEARCH SMALL BUSINESS TECHNOLOGY TRANSFER

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### Solicitations

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- [Proposal Submission »](#)
- [Sample Proposals](#)
- [Model Contracts](#)
- [Fast Track / Phase II Enhancements](#)
- [Awards](#)
- [Success Stories »](#)
- [Firms in the News »](#)

### Resources

- [Contracting and Payment Desk Reference](#)
- [State Resources »](#)
- [Commercial and Legal](#)
- [Conferences and Outreach](#)
- [Resource Center »](#)
- [Other SBIR Sites](#)
- [ACQ Web »](#)

### Contacts

- [DoD SBIR POCs](#)
- [Acquisition Liaisons](#)
- [OSBP SBIR Office](#)

### Help

- [Doing Business with DoD »](#)
- [SBIR Tutorial »](#)
- [Help Desk](#)

## The DoD SBIR & STTR Programs

The Department of Defense (DoD) SBIR and STTR programs fund a billion dollars each year in early-stage R&D projects at small technology companies -- projects that serve a DoD need and have commercial applications.

- The **SBIR Program** provides up to \$850,000 in early-stage R&D funding directly to small technology companies (or individual entrepreneurs who form a company).
- The **STTR Program** provides up to \$850,000 in early-stage R&D funding directly to small companies working cooperatively with researchers at universities and other research institutions.



- ✓ Small companies retain the intellectual property rights to technologies they develop under these programs.
- ✓ Funding is awarded competitively, but the process is streamlined and user-friendly.
- ✓ Learn more by going to [Overview](#) and other sections. Also visit our Resource Center at [www.dodsbir.net](http://www.dodsbir.net).

## News

### Welcome to Our New Look and Feel!

The DoD SBIR/STTR website has a new look. Although navigation has changed, the content remains unchanged. Please email [sbir-it@esncc.com](mailto:sbir-it@esncc.com) with any issues.

- [SBIR 2010.1 Solicitation](#) closed to proposal submission on **January 13, 2010 at 6AM ET**.
- [STTR 2010.A Solicitation](#) closed to proposal submission on **March 24, 2010 at 6AM ET**.
- Public Law 111-84 signed by President Obama on October 28, 2009, authorizes National Defense for FY2010, and specifically authorizes the DoD SBIR/STTR Programs through September 30, 2010 (Sec. 847).

## Other

- [Abstracts of Phase I proposals selected for award from SBIR solicitations](#)
- [Abstracts of Phase I proposals selected for award from STTR solicitations](#)
- [SBIR Tutorial](#) introduces you to the DoD SBIR/STTR programs and shows you step-by-step how to prepare and submit a proposal.

Questions?



## DoD SBIR / STTR TOPICS - Basic Search

### Topic Number Search

Search by Topic Number:

**Search**

- OR -

### Keyword Search

Search by Keyword:

**Search**

Limit search to within

STTR Only

AND Matches within

Search Description, Keywords, and Title

Sorted by

- ☒ Topic #  
☐ Agency



## DoD SBIR/STTR Topics

Topics for current Department of Defense (DoD) Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Solicitations are easily accessed from this site. Search by topic number or keywords.

Current Solicitation	Pre-release Date	Begin Accepting Proposals	Close Date	Participating Components
				Air Force Army DARPA



DoD SBIR / STTR

**SITIS** - SBIR/STTR Interactive Topic Information System



As of midnight March 5, questions for solicitation STTR 08.A will no longer be accepted.

The purpose of *SITIS* is to provide technical clarification on solicitation topics. Any other questions will not receive a response. In *SITIS*, questioner and respondent remain anonymous and all technical questions and answers are posted electronically for general viewing.

Questions that deal with the technical aspect of a specific topic in the DoD STTR FY2008.A Solicitation will be accepted in *SITIS* through March 5, 2008. Once DoD begins accepting proposals on February 19, 2008, questions may only be submitted through the *SITIS* system because direct contact between proposers and topic authors is no longer allowed.

View [SITIS Quick Scan](#) daily to see which topics currently have Q&As or other information. To submit a technical question, click on the topic number listed in Quick Scan and scroll to the New Question section at the bottom.

If you haven't used this system before, you should first read the [SITIS Instructions](#), which explains how to use the system, as well as what to expect from *SITIS*.



**SITIS Topics Quick Scan**



Comments or Problems: [SBIRHelp@brtrc.com](mailto:SBIRHelp@brtrc.com)  
Updated: January 2008



[www.dodsbir.net/submission/](http://www.dodsbir.net/submission/)



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# DoD SBIR/STTR SUBMISSION



Enter the First Few Letters of your Firm Name:

And Press:



# DoD Internet Resources



- Resource Center: [www.dodsbir.net](http://www.dodsbir.net)
  - ✓ Everything you ever wanted to know about the DoD SBIR program
- Homepage: [www.acq.osd.mil/osbp/sbir/](http://www.acq.osd.mil/osbp/sbir/)
  - ✓ Program overview, solicitations, sample proposals, and more
- Topic Search: [www.dodsbir.net/topics/](http://www.dodsbir.net/topics/)
  - ✓ Search current solicitation topics by topic number or keyword
- Proposal Submission: [www.dodsbir.net/submission/](http://www.dodsbir.net/submission/)
  - ✓ Prepare & submit proposal coversheets, commercialization report, update phase II projects
- Topic Questions: [www.dodsbir.net/sitis/](http://www.dodsbir.net/sitis/)
  - ✓ Obtain technical clarification regarding current solicitation topics
- Awards Search: [www.dodsbir.net/awards/](http://www.dodsbir.net/awards/)
  - ✓ Searchable database of SBIR awards from FY83-FY07

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# How to Participate



- Review the Topics in the current solicitation at [www.dodsbir.net/solicitation/](http://www.dodsbir.net/solicitation/)
- Register and submit proposals at [www.dodsbir.net/submission/](http://www.dodsbir.net/submission/)
- General questions? Call our Help Desk  
866-SBIRHLP (724-7457)
- Questions about a solicitation topic? Contact topic author listed with the topic during the pre-release period or [www.dodsbir.net/sitis/](http://www.dodsbir.net/sitis/)
- Subscribe to the Listserv at [www.dodsbir.net/](http://www.dodsbir.net/) to receive program notices and updates

Things to remember:

- DoD's SBIR 2010.2 Solicitation,
  - available in HTML, PDF and MS WORD formats on the web at: <http://www.acq.osd.mil/sadbu/sbir/solicitations/sbir102/>
  - will be posted on this Web Site on April 21, 2010; will begin accepting proposals on May 19, 2010; will close to proposals on June 23, 2010. **6:00 a.m. EST -- plan ahead and submit early.**
- The DoD topics search Web site can be found at: <http://www.dodsbir.net/Topics/>

Things to remember:

- Pre-Solicitation. Speak directly to topic authors or submit questions on SITIS (SBIR-Interactive Topic Information System).
- Once solicitation begins. Questions may only be submitted through SITIS.
- SITIS will cease accepting questions two weeks prior to the solicitation close date.
- Before you submit a proposal check SITIS even if you don't need to ask a question; you should view your competitor's questions and the DoD's answers at: <http://www.dodsbir.net/sitis/>

Things to remember:

- ALL SBIR offerors **MUST** register electronically via the Web at: <http://www.dodsbir.net/submission/>
- Via the same Web site you will submit:
  - a) DoD Proposal Cover Sheet (cover and summary abstract),
  - b) ENTIRE Technical Proposal with any appendices,
  - c) Cost Proposal, and the
  - d) Company Commercialization Report

Things to remember:

- DoD requires proposals submitted in PDF format only.
- DoD Help Desk Phone: 866-SBIRHLP (866-724-7457)
- A facility to submit e-mail questions can be found at <http://www.dodsbir.net/helpdesk/>

## Things to remember:

- Prior to receiving a contract award, the offeror must be registered in the Central Contractor Registration (CCR) database. For information regarding registration, call 1-888-227-2423 or visit <http://www.ccr.gov/>
- You are required to, “Identify any foreign nationals you expect to be involved on this project, country of origin and level of involvement”
- Army Phase I proposals have a 20-page limit (excluding the Cost Proposal and the Company Commercialization Report).

## Things to remember:

- Must use required marking for proprietary info
- Must respond to a published topic
- No unsolicited proposals
- No external proposal info (no links)
- No subcontracting with Government agencies
- No classified proposals
- No paper/mailed proposals

Things to remember:

## Pricing and Contracts

- Phase I and Option generally Firm Fixed Price with payment every two months based on reports delivered
- Phase II generally Cost Plus Fixed Fee (CPFF)
  - ✓ Performance based scope
  - ✓ Requires adequate cost accounting system
  - ✓ Payments once or twice a month based on cost
- SBIR data rights apply

Things to remember:

Phase I options:

- Allowed by Army (up to \$50K)
- Should be fully costed separately from the Phase I (base) approach
- Should have separate work plan from Phase I
- Both cost proposal and work plan need to be part of Phase I proposal



# SBIR Program - Fast Track



- Accelerated Phase II process for Phase I contractors with investors matching Phase II SBIR funding
- Provides incentive to build strategic partners for Phase III investment and marketing as early as Phase I
- Benefits of the process:
  - ✓ Expedited Phase II evaluation, selection and award
- Qualifications:
  - ✓ Fast Track application 120 days after Phase I award
  - ✓ Independent investor commitment for funds in cash
- Matching Rates: 4:1 matching-new firms, 1:1 others

- P.L. 97-219; Enacted in 1982, as part of the Small Business Innovation Development Act
- P.L. 99-443 and 102-564; Signed 10/28/92. The SBIR R&D Enhancement Act of 1992 extended the SBIR Program until Oct 2000.
- P.L. 106-554; Signed 12/21/00. The Act HR 5667 of December 2000 extended the Program until 2008.
- Extension to FY 20XX
- DOD SBIR Program administered in accordance with Small Business Administration (SBA) SBIR Policy Directives